

Accu.Target 10,734.42 L	Sales 10,891.45 L	Achieved % 101.46 %	HO Budget+ % 0.00 %	Total Com. 97.47 L
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Note : Sales Period is From :01-Aug-2025 To :10-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	798.66	936.01	117.20 %	0.00	0.00 %	0.00
WEST-02	994.57	1,110.34	111.64 %	0.00	0.00 %	0.00
NORTH ARCOT	816.49	899.10	110.12 %	64,000.00	0.00 %	64,000.00
TRICHY-01	1,226.97	1,308.79	106.67 %	0.00	0.00 %	0.00
SOUTH ARCOT	795.31	833.66	104.82 %	48,000.00	0.00 %	48,000.00
SOUTH-03	1,280.71	1,253.72	97.89 %	36,000.00	0.00 %	36,000.00
CHENNAI-02	1,373.35	1,258.62	91.65 %	36,000.00	0.00 %	36,000.00
CHENNAI-01	1,590.14	1,455.74	91.55 %	42,000.00	0.00 %	42,000.00
KL-SOUTH	77.41	69.98	90.40 %	0.00	0.00 %	0.00
SOUTH-01	1,780.82	1,609.59	90.38 %	0.00	0.00 %	0.00
OTHERS	0.00	155.90	0.00 %	0.00	0.00 %	0.00
Total	10,734.42	10,891.45	101.46 %		0.00 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	90.39	126.52	139.96%	40,000.00	0.00 %	40,000.00
	CBE1	352.73	406.11	115.13%	80,000.00	0.00 %	80,000.00
	TPR1	93.51	107.49	114.96%	20,000.00	0.00 %	20,000.00
	UAM1	148.26	169.68	114.44%	20,000.00	0.00 %	20,000.00
	PLI1	113.76	126.22	110.95%	20,000.00	0.00 %	20,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	220.42	258.93	117.48%	40,000.00	0.00 %	40,000.00
	HSR1	212.28	247.71	116.69%	40,000.00	0.00 %	40,000.00
	SLM1	294.52	333.49	113.23%	60,000.00	0.00 %	60,000.00
	ERD1	267.35	270.20	101.07%	30,000.00	0.00 %	30,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	281.54	320.48	113.83%	60,000.00	0.00 %	60,000.00
	NA01	287.68	317.38	110.32%	60,000.00	0.00 %	60,000.00
	NA03	247.26	261.24	105.65%	30,000.00	0.00 %	30,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	263.11	311.77	118.50%	60,000.00	0.00 %	60,000.00
	TNJ1	260.31	305.48	117.35%	60,000.00	0.00 %	60,000.00
	TRY1	469.29	461.71	98.38%	30,000.00	0.00 %	30,000.00
	PTK1	234.26	229.84	98.11%	15,000.00	0.00 %	15,000.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	236.57	261.80	110.66%	40,000.00	0.00 %	40,000.00
	SA02	285.09	308.33	108.15%	45,000.00	0.00 %	45,000.00
	SA01	273.65	263.53	96.30%	15,000.00	0.00 %	15,000.00

SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	206.38	216.04	104.68%	30,000.00	0.00 %	30,000.00
	MDU2	369.46	379.23	102.64%	45,000.00	0.00 %	45,000.00
	KKD2	265.69	268.07	100.90%	30,000.00	0.00 %	30,000.00
	KRR1	48.03	43.66	90.89%	0.00	0.00 %	0.00
	DGL1	391.15	346.72	88.64%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	380.95	387.16	101.63%	45,000.00	0.00 %	45,000.00
	CH07	350.97	318.91	90.86%	22,500.00	0.00 %	22,500.00
	CH01	351.68	305.97	87.00%	0.00	0.00 %	0.00
	CH09	289.75	246.57	85.10%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	303.15	299.55	98.81%	15,000.00	0.00 %	15,000.00
	CH08	354.18	324.13	91.52%	22,500.00	0.00 %	22,500.00
	CH06	524.58	474.00	90.36%	30,000.00	0.00 %	30,000.00
	CH05	408.23	358.06	87.71%	0.00	0.00 %	0.00
KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	77.41	69.98	90.40%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	233.47	266.75	114.25%	40,000.00	0.00 %	40,000.00
	KVT1	295.84	327.34	110.65%	60,000.00	0.00 %	60,000.00
	TVL1	296.25	300.34	101.38%	45,000.00	0.00 %	45,000.00
	TUT1	408.51	345.47	84.57%	0.00	0.00 %	0.00
	VNR1	210.77	157.08	74.53%	0.00	0.00 %	0.00
	NGR1	335.97	212.61	63.28%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	0.46	0.00%	0.00	0.00 %	0.00
	CH02	0.00	72.06	0.00%	0.00	0.00 %	0.00
	HO01	0.00	76.47	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	1.66	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.32	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	0.88	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	0.70	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	3.36	0.00%	0.00	0.00 %	0.00

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	12.27	22.76	0.04	185.42 %	26,466.10	40.00 %	10,586.44	0.00 %	10,586.44
KMR1	55.83	99.16	-0.46	177.61 %	106,901.60	40.00 %	42,760.64	0.00 %	42,760.64
KMD1	13.28	21.80	0.00	164.23 %	33,587.60	40.00 %	13,435.04	0.00 %	13,435.04
ANR1	6.28	9.49	0.43	151.09 %	11,708.00	40.00 %	4,683.20	0.00 %	4,683.20
PDM1	12.68	18.70	0.08	147.47 %	19,059.50	40.00 %	7,623.80	0.00 %	7,623.80
DPM2	19.30	28.12	0.10	145.67 %	27,727.10	40.00 %	11,090.84	0.00 %	11,090.84
GBM1	17.35	25.21	0.06	145.30 %	15,253.70	40.00 %	6,101.48	0.00 %	6,101.48
KGI1	22.64	30.71	0.00	135.66 %	22,291.70	40.00 %	8,916.68	0.00 %	8,916.68
CBE6	24.20	32.65	0.15	134.89 %	35,276.30	40.00 %	14,110.52	0.00 %	14,110.52
KGM1	13.55	18.23	0.11	134.49 %	19,396.20	40.00 %	7,758.48	0.00 %	7,758.48
TPR4	16.47	21.61	0.45	131.18 %	17,750.50	40.00 %	7,100.20	0.00 %	7,100.20
AVI1	19.49	25.42	0.29	130.44 %	20,733.40	40.00 %	8,293.36	0.00 %	8,293.36
TPR3	16.71	21.73	-0.15	130.02 %	35,308.10	40.00 %	14,123.24	0.00 %	14,123.24
MPM1	23.95	29.38	0.13	122.66 %	36,467.90	40.00 %	14,587.16	0.00 %	14,587.16
TPR2	41.15	50.37	0.11	122.41 %	39,434.40	40.00 %	15,773.76	0.00 %	15,773.76
SYM2	18.53	22.03	0.00	118.90 %	19,858.30	30.00 %	5,957.49	0.00 %	5,957.49
CNR1	19.76	23.20	0.00	117.40 %	19,577.80	30.00 %	5,873.34	0.00 %	5,873.34
CBE1	25.44	29.14	-0.33	114.56 %	35,485.20	30.00 %	10,645.56	0.00 %	10,645.56
GDR1	18.31	20.51	-0.09	112.04 %	14,658.30	30.00 %	4,397.49	0.00 %	4,397.49
CBE2	133.38	146.59	0.16	109.90 %	123,688.10	25.00 %	30,922.03	0.00 %	30,922.03
SUL1	21.41	23.12	0.19	107.97 %	30,702.60	25.00 %	7,675.65	0.00 %	7,675.65
TPR1	35.65	35.39	0.00	99.29 %	35,045.40	20.00 %	7,009.08	0.00 %	7,009.08
PLI1	43.32	40.33	0.00	93.10 %	38,943.20	15.00 %	5,841.48	0.00 %	5,841.48
CBE3	15.44	14.10	-0.20	91.36 %	15,878.80	15.00 %	2,381.82	0.00 %	2,381.82
CBE4	42.49	37.43	-0.05	88.10 %	51,492.80	10.00 %	5,149.28	0.00 %	5,149.28
UAM1	50.33	44.07	0.20	87.57 %	37,911.70	10.00 %	3,791.17	0.00 %	3,791.17
UMP1	24.91	20.84	0.00	83.69 %	11,414.10	10.00 %	1,141.41	0.00 %	1,141.41
SNR1	34.55	23.93	0.00	69.25 %	32,320.00	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	15.99	30.72	0.00	192.13 %	29,758.00	40.00 %	11,903.20	0.00 %	11,903.20
SLM2	26.38	40.94	0.06	155.20 %	26,139.70	40.00 %	10,455.88	0.00 %	10,455.88
TRM1	33.77	48.23	0.01	142.79 %	43,061.40	40.00 %	17,224.56	0.00 %	17,224.56
ATU1	37.16	51.50	0.00	138.58 %	38,688.60	40.00 %	15,475.44	0.00 %	15,475.44
VPD1	30.69	40.92	0.00	133.34 %	45,589.00	40.00 %	18,235.60	0.00 %	18,235.60
KVP1	18.17	24.11	0.00	132.67 %	18,893.80	40.00 %	7,557.52	0.00 %	7,557.52
KRI1	29.66	38.32	0.18	129.20 %	30,453.40	40.00 %	12,181.36	0.00 %	12,181.36
BMD1	22.92	29.35	0.00	128.10 %	26,349.10	40.00 %	10,539.64	0.00 %	10,539.64
RSP1	24.42	30.52	0.17	124.98 %	33,318.70	40.00 %	13,327.48	0.00 %	13,327.48
DPR1	16.76	20.89	0.07	124.65 %	17,837.70	40.00 %	7,135.08	0.00 %	7,135.08
TCG1	17.11	21.19	0.00	123.87 %	13,108.30	40.00 %	5,243.32	0.00 %	5,243.32
MCR1	30.16	37.35	0.00	123.82 %	38,392.70	40.00 %	15,357.08	0.00 %	15,357.08
PLC1	20.78	25.68	0.00	123.61 %	28,251.20	40.00 %	11,300.48	0.00 %	11,300.48
HRR1	22.84	27.89	0.16	122.14 %	19,495.50	40.00 %	7,798.20	0.00 %	7,798.20
NKL2	38.53	46.72	-0.05	121.25 %	49,556.40	40.00 %	19,822.56	0.00 %	19,822.56
OML1	29.68	35.28	0.78	118.86 %	29,180.60	30.00 %	8,754.18	0.00 %	8,754.18
CMI1	13.15	15.14	0.00	115.10 %	18,911.00	30.00 %	5,673.30	0.00 %	5,673.30
PMP1	21.76	24.76	0.08	113.75 %	18,362.80	30.00 %	5,508.84	0.00 %	5,508.84
DPR2	21.20	23.81	0.00	112.32 %	21,359.70	30.00 %	6,407.91	0.00 %	6,407.91
EPI1	25.74	28.36	-0.03	110.19 %	24,585.00	30.00 %	7,375.50	0.00 %	7,375.50
SLM1	86.79	92.05	0.00	106.06 %	59,751.80	25.00 %	14,937.95	0.00 %	14,937.95
SGG1	10.76	11.35	0.00	105.48 %	9,920.80	25.00 %	2,480.20	0.00 %	2,480.20
EDP1	16.58	17.43	0.43	105.12 %	10,569.50	25.00 %	2,642.38	0.00 %	2,642.38
HSR2	60.11	62.39	-0.02	103.79 %	49,350.20	25.00 %	12,337.55	0.00 %	12,337.55
ERD2	52.02	52.41	0.16	100.77 %	57,956.20	25.00 %	14,489.05	0.00 %	14,489.05
VKL1	18.05	17.29	0.06	95.81 %	21,605.40	20.00 %	4,321.08	0.00 %	4,321.08
HSR1	45.82	41.74	-0.03	91.09 %	43,557.80	15.00 %	6,533.67	0.00 %	6,533.67
SLM3	47.08	42.85	0.03	91.00 %	33,733.80	15.00 %	5,060.07	0.00 %	5,060.07
PDR1	13.96	12.46	0.29	89.26 %	17,508.00	10.00 %	1,750.80	0.00 %	1,750.80
MTR1	43.09	36.13	0.00	83.86 %	35,935.10	10.00 %	3,593.51	0.00 %	3,593.51
ERD1	57.84	46.76	0.17	80.84 %	36,823.60	10.00 %	3,682.36	0.00 %	3,682.36
APN1	24.10	19.45	0.00	80.72 %	22,889.40	10.00 %	2,288.94	0.00 %	2,288.94
KMM1	21.52	16.36	0.33	76.02 %	16,892.70	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	21.31	31.29	0.14	146.87 %	24,547.00	40.00 %	9,818.80	0.00 %	9,818.80
TRR1	50.16	70.27	0.08	140.10 %	53,806.50	40.00 %	21,522.60	0.00 %	21,522.60
ANI1	16.62	21.39	0.00	128.70 %	16,323.70	40.00 %	6,529.48	0.00 %	6,529.48
GDM1	25.73	32.64	0.00	126.87 %	24,930.00	40.00 %	9,972.00	0.00 %	9,972.00
CPT1	17.01	21.41	-0.02	125.90 %	21,874.60	40.00 %	8,749.84	0.00 %	8,749.84
BGR1	14.72	18.48	0.30	125.58 %	19,290.70	40.00 %	7,716.28	0.00 %	7,716.28
AKM1	37.40	46.12	-0.05	123.33 %	49,279.70	40.00 %	19,711.88	0.00 %	19,711.88
ARC2	26.26	32.23	0.03	122.73 %	24,070.70	40.00 %	9,628.28	0.00 %	9,628.28
PLR1	16.74	20.02	0.00	119.60 %	15,114.40	30.00 %	4,534.32	0.00 %	4,534.32
WJP1	26.12	31.17	0.00	119.36 %	31,950.00	30.00 %	9,585.00	0.00 %	9,585.00
VSI1	32.33	37.81	0.23	116.94 %	48,585.80	30.00 %	14,575.74	0.00 %	14,575.74
SLG1	19.56	22.82	0.00	116.66 %	23,121.60	30.00 %	6,936.48	0.00 %	6,936.48
KPM1	29.51	32.69	0.00	110.76 %	26,248.30	30.00 %	7,874.49	0.00 %	7,874.49
CGM1	28.47	29.83	0.00	104.77 %	21,751.80	25.00 %	5,437.95	0.00 %	5,437.95
KPM2	94.19	97.90	0.10	103.94 %	64,590.10	25.00 %	16,147.53	0.00 %	16,147.53
VEL2	57.45	58.85	-0.04	102.43 %	57,063.80	25.00 %	14,265.95	0.00 %	14,265.95
TRT1	27.91	28.42	0.06	101.83 %	23,994.00	25.00 %	5,998.50	0.00 %	5,998.50
SBR1	44.51	45.05	0.45	101.22 %	47,772.10	25.00 %	11,943.03	0.00 %	11,943.03
WJD1	34.43	34.59	0.00	100.47 %	33,144.10	25.00 %	8,286.03	0.00 %	8,286.03
TRL1	56.96	57.19	0.24	100.41 %	46,441.00	25.00 %	11,610.25	0.00 %	11,610.25
ABR1	32.86	32.47	-0.01	98.81 %	31,292.60	20.00 %	6,258.52	0.00 %	6,258.52
VEL1	48.82	45.10	0.00	92.37 %	49,652.70	15.00 %	7,447.91	0.00 %	7,447.91
CYR1	23.16	21.29	0.01	91.93 %	18,474.70	15.00 %	2,771.21	0.00 %	2,771.21
PTU1	12.23	11.24	0.00	91.88 %	8,356.40	15.00 %	1,253.46	0.00 %	1,253.46
UGI1	22.04	18.81	0.11	85.37 %	16,596.40	10.00 %	1,659.64	0.00 %	1,659.64

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	19.69	30.66	0.30	155.70 %	22,150.10	40.00 %	8,860.04	0.00 %	8,860.04
TRY3	31.25	45.38	-0.08	145.22 %	30,744.60	40.00 %	12,297.84	0.00 %	12,297.84
KIK1	29.67	41.18	-0.51	138.79 %	37,743.30	40.00 %	15,097.32	0.00 %	15,097.32
PDK1	20.65	28.15	0.03	136.31 %	23,375.40	40.00 %	9,350.16	0.00 %	9,350.16
TTP1	33.60	45.30	0.08	134.83 %	31,091.70	40.00 %	12,436.68	0.00 %	12,436.68
MVM1	61.07	81.47	0.05	133.39 %	81,980.90	40.00 %	32,792.36	0.00 %	32,792.36
KRN1	18.82	23.98	-0.09	127.42 %	24,112.50	40.00 %	9,645.00	0.00 %	9,645.00
NCK1	15.26	19.31	0.00	126.57 %	12,853.40	40.00 %	5,141.36	0.00 %	5,141.36
AYR1	26.31	33.10	0.11	125.84 %	22,605.10	40.00 %	9,042.04	0.00 %	9,042.04
PBR2	76.04	90.83	-0.17	119.44 %	63,826.50	30.00 %	19,147.95	0.00 %	19,147.95
JKM1	36.03	42.02	0.15	116.64 %	31,080.80	30.00 %	9,324.24	0.00 %	9,324.24
MSI1	26.89	29.96	0.00	111.41 %	26,908.30	30.00 %	8,072.49	0.00 %	8,072.49
TNJ2	59.68	65.99	0.04	110.57 %	52,720.70	30.00 %	15,816.21	0.00 %	15,816.21
TYR1	45.15	49.50	0.00	109.63 %	39,647.20	25.00 %	9,911.80	0.00 %	9,911.80
TVR2	51.18	55.99	0.07	109.40 %	41,841.90	25.00 %	10,460.48	0.00 %	10,460.48
TNJ1	80.97	88.16	0.01	108.88 %	61,677.40	25.00 %	15,419.35	0.00 %	15,419.35
KUM1	79.87	82.31	0.11	103.06 %	67,239.00	25.00 %	16,809.75	0.00 %	16,809.75
ORU1	24.22	24.92	0.00	102.89 %	28,681.90	25.00 %	7,170.48	0.00 %	7,170.48
PTK1	56.89	56.55	0.22	99.40 %	43,933.50	20.00 %	8,786.70	0.00 %	8,786.70
PBR1	24.20	23.69	0.01	97.91 %	17,901.10	20.00 %	3,580.22	0.00 %	3,580.22
NMM1	26.44	24.63	0.13	93.17 %	27,350.00	15.00 %	4,102.50	0.00 %	4,102.50
MDI1	52.99	48.82	0.02	92.13 %	44,848.70	15.00 %	6,727.31	0.00 %	6,727.31
NGT1	44.81	39.26	0.11	87.62 %	28,770.10	10.00 %	2,877.01	0.00 %	2,877.01
TRY1	234.70	198.43	0.07	84.54 %	122,733.00	10.00 %	12,273.30	0.00 %	12,273.30
APM1	19.53	15.26	0.32	78.16 %	17,057.90	0.00 %		0.00 %	
TRY2	31.05	23.92	0.00	77.02 %	19,256.20	0.00 %		0.00 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	20.16	30.98	0.00	153.65 %	18,727.90	40.00 %	7,491.16	0.00 %	7,491.16
TRK1	44.68	66.19	0.13	148.13 %	58,789.50	40.00 %	23,515.80	0.00 %	23,515.80
VPM2	40.01	48.74	0.00	121.81 %	33,291.60	40.00 %	13,316.64	0.00 %	13,316.64
CDM1	48.88	58.88	0.07	120.44 %	48,169.10	40.00 %	19,267.64	0.00 %	19,267.64
POY1	67.53	80.67	0.09	119.45 %	83,766.30	30.00 %	25,129.89	0.00 %	25,129.89
KKI2	50.99	59.51	0.18	116.71 %	38,448.20	30.00 %	11,534.46	0.00 %	11,534.46
ULP1	42.42	48.80	0.07	115.04 %	37,602.90	30.00 %	11,280.87	0.00 %	11,280.87
VCM1	26.38	29.97	0.05	113.61 %	17,045.60	30.00 %	5,113.68	0.00 %	5,113.68
SJI1	37.87	41.96	0.03	110.80 %	23,857.60	30.00 %	7,157.28	0.00 %	7,157.28
TDM1	34.47	37.81	0.21	109.68 %	23,032.50	25.00 %	5,758.13	0.00 %	5,758.13
KLM1	42.77	46.60	0.08	108.94 %	49,831.90	25.00 %	12,457.98	0.00 %	12,457.98
VPM1	16.62	17.59	0.41	105.85 %	9,354.60	25.00 %	2,338.65	0.00 %	2,338.65
CUD1	83.39	87.78	0.06	105.27 %	75,381.90	25.00 %	18,845.48	0.00 %	18,845.48
STP1	19.09	18.68	0.38	97.84 %	14,141.00	20.00 %	2,828.20	0.00 %	2,828.20
MKM1	19.66	17.75	0.00	90.29 %	16,371.70	15.00 %	2,455.76	0.00 %	2,455.76
NVL2	43.96	38.29	0.10	87.10 %	28,953.70	10.00 %	2,895.37	0.00 %	2,895.37
TVM2	34.98	29.44	0.00	84.17 %	14,749.60	10.00 %	1,474.96	0.00 %	1,474.96
TVM1	27.93	20.07	0.77	71.84 %	11,193.50	0.00 %		0.00 %	
PRT1	33.19	23.22	0.25	69.97 %	20,141.00	0.00 %		0.00 %	
POY2	60.30	30.74	0.30	50.98 %	28,930.80	0.00 %		0.00 %	

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MLR1	27.41	45.52	0.00	166.06 %	39,947.40	40.00 %	15,978.96	0.00 %	15,978.96
SVG1	27.51	37.66	0.19	136.93 %	44,813.40	40.00 %	17,925.36	0.00 %	17,925.36
DKI1	30.78	39.96	0.05	129.81 %	56,101.80	40.00 %	22,440.72	0.00 %	22,440.72
ADP1	21.59	27.21	-0.07	126.02 %	26,188.00	40.00 %	10,475.20	0.00 %	10,475.20
TEN2	25.80	31.80	0.08	123.22 %	21,243.30	40.00 %	8,497.32	0.00 %	8,497.32
PKM1	16.21	19.55	0.02	120.59 %	18,506.70	40.00 %	7,402.68	0.00 %	7,402.68
CBM1	37.64	44.70	0.04	118.78 %	46,393.80	30.00 %	13,918.14	0.00 %	13,918.14
SGP1	24.18	28.60	0.05	118.28 %	55,997.20	30.00 %	16,799.16	0.00 %	16,799.16
PNI1	16.29	18.88	0.47	115.90 %	15,768.50	30.00 %	4,730.55	0.00 %	4,730.55
PNV1	15.56	17.33	0.00	111.32 %	14,520.10	30.00 %	4,356.03	0.00 %	4,356.03
MDU6	54.89	60.75	0.03	110.68 %	47,712.20	30.00 %	14,313.66	0.00 %	14,313.66
PVI1	29.06	31.40	0.21	108.07 %	38,923.50	25.00 %	9,730.88	0.00 %	9,730.88
TMM1	41.70	44.84	-0.13	107.53 %	30,525.70	25.00 %	7,631.43	0.00 %	7,631.43
TPT1	30.37	32.56	0.00	107.23 %	46,728.80	25.00 %	11,682.20	0.00 %	11,682.20
BNR1	23.74	25.30	0.04	106.57 %	25,124.80	25.00 %	6,281.20	0.00 %	6,281.20
MDU2	69.95	72.74	0.13	103.98 %	61,609.10	25.00 %	15,402.28	0.00 %	15,402.28
MPA1	32.73	33.74	0.11	103.08 %	40,947.90	25.00 %	10,236.98	0.00 %	10,236.98
NKI1	19.07	18.75	-0.08	98.35 %	21,162.80	20.00 %	4,232.56	0.00 %	4,232.56
TDI1	23.52	23.01	0.16	97.82 %	28,952.90	20.00 %	5,790.58	0.00 %	5,790.58
DGL2	24.19	23.54	0.00	97.34 %	26,691.10	20.00 %	5,338.22	0.00 %	5,338.22
TEN1	36.90	35.65	0.00	96.60 %	27,172.20	20.00 %	5,434.44	0.00 %	5,434.44
ODM1	20.39	18.62	0.00	91.34 %	16,603.00	15.00 %	2,490.45	0.00 %	2,490.45
DGL1	84.25	76.43	0.12	90.71 %	69,123.70	15.00 %	10,368.56	0.00 %	10,368.56
KRR1	27.65	25.04	0.00	90.56 %	34,416.70	15.00 %	5,162.51	0.00 %	5,162.51
BTU1	15.65	14.15	0.85	90.38 %	16,466.30	15.00 %	2,469.95	0.00 %	2,469.95
CMR1	19.27	17.00	0.04	88.24 %	12,065.60	10.00 %	1,206.56	0.00 %	1,206.56
MDU4	35.75	31.06	0.18	86.86 %	26,564.50	10.00 %	2,656.45	0.00 %	2,656.45
ATG1	54.62	47.34	0.06	86.67 %	51,259.90	10.00 %	5,125.99	0.00 %	5,125.99
MDU1	177.50	153.01	0.15	86.20 %	110,479.70	10.00 %	11,047.97	0.00 %	11,047.97
KKD2	38.66	32.60	0.11	84.33 %	37,861.40	10.00 %	3,786.14	0.00 %	3,786.14
MNM1	18.93	15.27	-0.01	80.65 %	18,640.40	10.00 %	1,864.04	0.00 %	1,864.04
KPT1	23.06	18.59	-0.08	80.62 %	18,042.60	10.00 %	1,804.26	0.00 %	1,804.26
NTM1	22.61	18.10	0.31	80.04 %	13,710.90	0.00 %		0.00 %	
MDU3	43.93	33.03	0.54	75.20 %	32,351.20	0.00 %		0.00 %	
MDU5	33.57	23.01	0.00	68.54 %	28,384.10	0.00 %		0.00 %	
USL1	35.76	16.98	0.60	47.47 %	14,906.70	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	16.55	23.48	0.36	141.83 %	20,335.30	40.00 %	8,134.12	0.00 %	8,134.12
CH44	41.86	47.80	0.23	114.18 %	39,659.30	30.00 %	11,897.79	0.00 %	11,897.79
UKI1	28.82	32.80	0.37	113.81 %	26,441.90	30.00 %	7,932.57	0.00 %	7,932.57
CH12	70.06	77.75	0.65	110.97 %	71,755.80	30.00 %	21,526.74	0.00 %	21,526.74
MJR1	60.31	66.10	0.13	109.59 %	49,875.30	25.00 %	12,468.83	0.00 %	12,468.83
CH06	55.76	59.09	0.02	105.97 %	56,472.60	25.00 %	14,118.15	0.00 %	14,118.15
CH34	56.44	59.34	0.19	105.15 %	50,465.00	25.00 %	12,616.25	0.00 %	12,616.25
CH41	44.15	46.02	0.48	104.22 %	43,097.80	25.00 %	10,774.45	0.00 %	10,774.45
PON1	30.63	31.23	0.20	101.95 %	29,600.20	25.00 %	7,400.05	0.00 %	7,400.05
GPD1	46.22	46.31	0.00	100.19 %	28,652.80	25.00 %	7,163.20	0.00 %	7,163.20
CH15	148.91	142.16	0.23	95.47 %	122,489.90	20.00 %	24,497.98	0.00 %	24,497.98
CH31	21.00	19.40	0.21	92.41 %	18,267.20	15.00 %	2,740.08	0.00 %	2,740.08
CH43	39.11	35.90	0.18	91.79 %	37,440.50	15.00 %	5,616.08	0.00 %	5,616.08
CH33	51.11	46.30	0.29	90.59 %	41,656.20	15.00 %	6,248.43	0.00 %	6,248.43
CH03	132.41	119.35	0.19	90.14 %	117,779.10	15.00 %	17,666.87	0.00 %	17,666.87
MC05	19.71	17.74	0.00	89.98 %	6,616.20	10.00 %	661.62	0.00 %	661.62
CH18	72.66	64.55	0.15	88.83 %	72,841.70	10.00 %	7,284.17	0.00 %	7,284.17
CH21	96.96	85.86	0.25	88.55 %	64,576.90	10.00 %	6,457.69	0.00 %	6,457.69
CH17	29.85	25.34	0.37	84.88 %	28,587.90	10.00 %	2,858.79	0.00 %	2,858.79
CH20	74.43	59.78	0.12	80.32 %	47,592.60	10.00 %	4,759.26	0.00 %	4,759.26
CH32	12.35	9.91	0.43	80.28 %	9,855.00	10.00 %	985.50	0.00 %	985.50
CH09	57.36	43.89	0.00	76.51 %	36,465.50	0.00 %		0.00 %	
CH24	56.59	38.64	0.23	68.28 %	40,591.90	0.00 %		0.00 %	
MC06	14.70	9.91	0.00	67.41 %	7,285.70	0.00 %		0.00 %	
CH36	24.47	16.13	-0.81	65.92 %	13,008.20	0.00 %		0.00 %	
CH46	30.09	18.11	1.01	60.18 %	18,532.70	0.00 %		0.00 %	
CH23	26.99	12.83	0.11	47.51 %	9,638.70	0.00 %		0.00 %	
MC08	6.77	1.48	0.00	21.87 %	366.50	0.00 %		0.00 %	
CH01	7.06	1.44	0.00	20.41 %	1,017.20	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MRM1	38.53	47.48	0.10	123.25 %	45,814.40	40.00 %	18,325.76	0.00 %	18,325.76
CH11	56.12	69.14	0.36	123.21 %	49,764.70	40.00 %	19,905.88	0.00 %	19,905.88
TKM1	24.68	30.27	0.01	122.63 %	31,409.10	40.00 %	12,563.64	0.00 %	12,563.64
CH28	56.10	63.15	0.00	112.56 %	81,034.50	30.00 %	24,310.35	0.00 %	24,310.35
CH48	60.77	68.02	0.09	111.94 %	103,507.40	30.00 %	31,052.22	0.00 %	31,052.22
GUD2	43.44	48.02	0.00	110.53 %	37,573.00	30.00 %	11,271.90	0.00 %	11,271.90
GUD1	49.28	53.15	0.19	107.85 %	67,526.80	25.00 %	16,881.70	0.00 %	16,881.70
CH45	46.07	47.40	0.13	102.88 %	47,165.60	25.00 %	11,791.40	0.00 %	11,791.40
CH37	19.50	19.61	0.21	100.58 %	18,552.70	25.00 %	4,638.18	0.00 %	4,638.18
CH08	96.23	96.28	0.61	100.05 %	127,122.60	20.00 %	25,424.52	0.00 %	25,424.52
CH19	77.24	76.56	0.36	99.12 %	77,571.60	20.00 %	15,514.32	0.00 %	15,514.32
CH38	37.25	36.68	0.06	98.46 %	50,507.90	20.00 %	10,101.58	0.00 %	10,101.58
KNR1	37.37	35.61	0.03	95.29 %	34,446.00	20.00 %	6,889.20	0.00 %	6,889.20
CH05	93.65	86.40	0.06	92.25 %	75,943.70	15.00 %	11,391.56	0.00 %	11,391.56
AVD1	61.49	56.37	0.18	91.67 %	43,606.10	15.00 %	6,540.92	0.00 %	6,540.92
CH35	37.95	34.60	0.02	91.19 %	28,050.20	15.00 %	4,207.53	0.00 %	4,207.53
CH14	113.32	102.34	0.28	90.31 %	90,023.40	15.00 %	13,503.51	0.00 %	13,503.51
CH16	111.30	99.73	0.03	89.61 %	105,003.40	10.00 %	10,500.34	0.00 %	10,500.34
CH22	56.56	47.39	0.03	83.79 %	46,094.40	10.00 %	4,609.44	0.00 %	4,609.44
SKL1	36.94	30.04	0.43	81.33 %	39,174.60	10.00 %	3,917.46	0.00 %	3,917.46
CH39	37.96	29.92	0.17	78.82 %	35,147.10	0.00 %		0.00 %	
MC10	17.17	13.53	0.13	78.80 %	8,135.50	0.00 %		0.00 %	
CH07	80.75	63.42	0.46	78.55 %	57,957.00	0.00 %		0.00 %	
CH42	85.43	64.48	0.37	75.48 %	65,393.80	0.00 %		0.00 %	
CH30	64.30	47.91	0.22	74.51 %	31,583.90	0.00 %		0.00 %	
CH40	40.79	29.58	0.07	72.51 %	14,551.80	0.00 %		0.00 %	
CGL1	47.05	29.67	0.52	63.07 %	29,742.20	0.00 %		0.00 %	
CH26	18.03	10.83	0.01	60.10 %	10,900.20	0.00 %		0.00 %	
MC09	11.06	6.21	0.00	56.12 %	4,464.70	0.00 %		0.00 %	
CH29	19.51	8.31	1.56	42.57 %	9,251.70	0.00 %		0.00 %	
MC02	14.32	3.65	0.00	25.51 %	1,990.60	0.00 %		0.00 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	19.06	17.79	0.00	93.31 %	12,677.20	15.00 %	1,901.58	0.00 %	1,901.58
TVP1	58.35	52.19	0.44	89.46 %	37,025.20	10.00 %	3,702.52	0.00 %	3,702.52

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	13.29	44.92	0.00	338.02 %	41,179.80	40.00 %	16,471.92	0.00 %	16,471.92
TKS2	59.61	78.67	0.58	131.98 %	53,350.50	40.00 %	21,340.20	0.00 %	21,340.20
PKD1	35.47	46.48	0.11	131.06 %	37,749.50	40.00 %	15,099.80	0.00 %	15,099.80
TKS1	53.30	65.20	0.18	122.33 %	67,391.50	40.00 %	26,956.60	0.00 %	26,956.60
ASM1	23.60	28.69	0.00	121.57 %	32,036.00	40.00 %	12,814.40	0.00 %	12,814.40
KVT1	84.12	95.05	0.01	112.99 %	115,728.70	30.00 %	34,718.61	0.00 %	34,718.61
RPM1	51.51	57.83	0.40	112.28 %	56,108.00	30.00 %	16,832.40	0.00 %	16,832.40
KYR1	20.25	22.61	0.12	111.61 %	20,643.10	30.00 %	6,192.93	0.00 %	6,192.93
TVL1	173.24	184.62	0.24	106.57 %	151,414.00	25.00 %	37,853.50	0.00 %	37,853.50
VNR1	22.85	24.31	0.00	106.36 %	20,817.90	25.00 %	5,204.48	0.00 %	5,204.48
STU2	18.25	19.19	0.64	105.16 %	13,448.70	25.00 %	3,362.18	0.00 %	3,362.18
KSM1	15.44	16.19	0.00	104.86 %	11,567.40	25.00 %	2,891.85	0.00 %	2,891.85
PDI1	25.71	25.95	0.00	100.93 %	22,016.60	25.00 %	5,504.15	0.00 %	5,504.15
TUT2	73.77	74.27	0.28	100.67 %	54,226.00	25.00 %	13,556.50	0.00 %	13,556.50
KGL1	23.67	23.65	0.23	99.90 %	20,641.40	20.00 %	4,128.28	0.00 %	4,128.28
ARM1	17.07	16.99	0.99	99.54 %	12,141.70	20.00 %	2,428.34	0.00 %	2,428.34
SDI1	24.59	24.45	0.64	99.46 %	16,723.70	20.00 %	3,344.74	0.00 %	3,344.74
UDN1	22.30	21.57	0.17	96.69 %	16,876.50	20.00 %	3,375.30	0.00 %	3,375.30
RND1	53.08	50.40	0.46	94.94 %	51,953.50	15.00 %	7,793.03	0.00 %	7,793.03
TCN1	44.14	41.27	0.36	93.49 %	48,813.60	15.00 %	7,322.04	0.00 %	7,322.04
APK1	40.46	37.45	0.10	92.55 %	46,942.00	15.00 %	7,041.30	0.00 %	7,041.30
TKY1	30.25	27.81	0.00	91.93 %	27,245.00	15.00 %	4,086.75	0.00 %	4,086.75
SVK1	54.85	49.67	-0.04	90.57 %	41,074.40	15.00 %	6,161.16	0.00 %	6,161.16
TUT1	195.44	173.57	0.08	88.81 %	205,623.30	10.00 %	20,562.33	0.00 %	20,562.33
VLY1	60.83	53.43	0.07	87.83 %	42,390.40	10.00 %	4,239.04	0.00 %	4,239.04
SNL1	35.28	30.56	0.45	86.61 %	18,152.10	10.00 %	1,815.21	0.00 %	1,815.21
SGT1	18.77	14.65	0.00	78.07 %	9,350.50	0.00 %		0.00 %	
TVL2	21.51	16.61	0.26	77.23 %	7,486.70	0.00 %		0.00 %	
MAR1	64.37	46.03	0.18	71.51 %	34,209.00	0.00 %		0.00 %	
COL1	14.33	9.39	0.00	65.54 %	8,469.30	0.00 %		0.00 %	
TYI1	43.92	26.90	0.08	61.23 %	35,888.70	0.00 %		0.00 %	
MMT1	33.53	19.81	-0.02	59.09 %	17,780.30	0.00 %		0.00 %	
VKM1	36.09	18.13	0.00	50.24 %	25,174.70	0.00 %		0.00 %	
VNR2	92.61	45.65	0.88	49.30 %	50,799.60	0.00 %		0.00 %	
NGR1	154.38	69.72	0.33	45.16 %	42,135.40	0.00 %		0.00 %	
ERL1	28.93	7.90	0.49	27.30 %	9,568.10	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	64.62	0.27	0.00 %	(81.20)	0.00 %		0.00 %	
GHUB	0.00	75.02	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.45	20.45	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	3.36	0.13	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	1.66	2.16	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	0.70	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	7.44	0.92	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	0.46	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	0.88	0.00	0.00 %	0.00	0.00 %		0.00 %	